Attorney Docket Number ET98-001   PATENT

Remarks

Applicant has amended Claims 1, 4, 5, 6, 7, 8, 11, 12, 13, 20, 23, 24, 25, 26, 27, 30, 31, and

32 to clarify and more distinctly point out and claim applicant's invention, but not to

overcome any prior art. The amendments made incorporate terms of description and

not of limitation. Claims 39 through 100 have been added. Claims 1-100 remain in the

application.

For the phrase "automated negotiations engine" support is found in the specification at

Page 60, lines 9-20, Page 61 lines 1-18, and Page 62, lines 1-18, where the processing

steps of the automated negotiations engine are described. On Page 62, lines 11-16, for

example, state:

> Whether or not a concluding document is requested, the system <u>automatically</u>
> displays the changes so they can be easily seen and the present invention also
> <u>checks</u> to see whether a <u>state change</u> is needed at Step 212-16. If a state change is
> needed it is <u>initiated</u> at step 212-20. Depending on the community, the
> participants, and the transactions involved, state changes could be as simple as
> payment authorizations sent electronically or as complex as multi-step processes
> desired by the participants. [Emphasis added]

Also, as noted in the specification at page 52, lines 14-18 and Page 53, lines 1-4:

> Next, in Figure 1L, network functions 207 of the present invention are shown.
> As mentioned above, <u>most of the functions of multivariate negotiations engine
> 212 are actually implemented as part of Webserver software 210s</u>. As data is sent
> to and from the Internet 04 by Webserver 210W, <u>Webserver software 210s</u>
> <u>interprets the TCP-IP protocol and transfers the contents to multivariate</u>
> <u>negotiations engine 212's Webserver and dynamic HTML functions 207-02</u>. In
> one embodiment, these functions cause <u>dynamic HTML text to be created to</u>
> <u>implement and communicate with the other functions of the present invention.</u>
> Those skilled in the art will appreciate that Java, Java scripting , XML, or any of
> a number of other languages could also be used for such communications.
> [Emphasis added]

32

Attorney Docket Number ET98-001   PATENT

Thus, it can be seen from these and other portions of the specification, amending the

claims to clarify that the negotiations engine is an automated negotiations engine has

ample support in the specification as filed. It is implemented in computer software

which is executed as part of Webserver software in the example referenced above.

Support for the phrase "analyzing terms and placing them into user supplied context" is

found in the specification at Page 86, lines 15-19 and Page 87, lines 1-4:

> For example, and still in Figure 5a, if a buyer participant 08 wishes to place a
> proposed order, the browser encrypts it at the browser's secure socket layer and
> webserver 210s decrypts the proposed order upon receipt at multivariate
> negotiations engine 02's site. Webserver 210s next analyzes the proposed order
> to understand it and formats into a request sent to database functions 222. In
> addition to basic read and write functions, database functions 222 shown in
> Figure 5a, include operations such as search, analyze, compare, report, sort and
> relate (between databases.) Formatting can be as simple as "user = username"
> etc. A request such as "find user=username, return catalog" might be sent
> through IP firewall 203f. [Emphasis added]

Context, for example, includes rules supplied by a sponsor, terms and conditions

supplied by a seller, terms supplied by a buyer, etc., as shown in more detail below.

An example of "user supplied context" is found in the specification at Page 65, lines 7 -

12, where the user is a buyer:

> Now referring to Figure 15b, a typical proposal form for a buyer is shown. As
> seen here, the buyer identifies himself, his title, his company, and the
> company's location at lines 332-342. At lines 344-350 information about the
> buyer's designated freight forwarder is given. At line 350, document
> presentation terms are specified, as well as at line 352, 354, 358 and so on, the
> detailed terms of the buyer's preferences for shipment. [Emphasis added]

Another example of "User supplied context" is found in the specification at page 45,

33

Attorney Docket Number ET98-001   **PATENT**

lines 6-9, where the user is a sponsor:

> The sponsoring standards body establishes the community, proposes initial standards, <u>sets the rules for negotiations</u>, encourages and monitors negotiations, and concludes with a finally agreed upon set of standards, with each step of each negotiation that occurred along the way archived. [Emphasis added]

Still another example of "User supplied context" is seen in the specification at Page 49,

lines 6-15, where the user is a seller:

> Now turning to Figure 1g, the present invention can be viewed as a series of interrelated processes as shown here. For a commercial community, there are seller processes, sponsor processes and buyer processes. Remote authoring 50, is a seller process which enables a registered seller in the community to create a seller Website within the community on which to include the <u>seller's marketing</u> <u>and product information, along with pricing, terms, service offerings and so on.</u> <u>Information generated or created in this remote authoring process 50 is</u> <u>automatically integrated with the community databases and listings</u>. Promotion and brand identifying actions (such as registering the Web page with search engines) are taken automatically on behalf of the seller as well. [Emphasis added]

Support for the phrases "recognizing any changes in the terms" and "with an indication

of any changes" is found in the specification at Page 62, lines 1-3:

> Multivariate <u>negotiations engine 212 keeps track of each set of changes</u> and <u>can</u> <u>display them</u> so that the changes proposed at each step of the negotiations are clearly and accurately recorded. [Emphasis added]

Finally, Claim 1 was amended to remove the phrase "agreed upon" and insert the

phrase "acted upon in a final manner" to clarify that the users in a negotiation may not

always come to agreement as their final action.

Applicant respectfully submits that the claims, as amended have clarified the invention

and that the application is in condition for allowance. Reconsideration of all the claims is

34

Attorney Docket Number ET98-001   **PATENT**

requested. Allowance of Claims 1-100 at an early date is solicited.

Applicants' Attorney respectfully requests that if she can be of any further assistance in putting all the claims in condition for allowance that she be reached by telephone at 508-653-8143 in order to discuss the application with the Examiner, so that any new objections or rejections may be addressed.

Date: March 7, 2000   Respectfully Submitted,

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35

17